

**Questions for RFPs 11-65**

1. Please provide a list of all transactions with details on property address and square footage/acreage that have been executed for the contracts awarded to Venture Real Estate Services ("Venture") and Resource Commercial Real Estate LLC ("Colliers") for tenant representation and disposition services (EDS#s C39-9-VENTURE, C39-9-RE-DISPOSITION, and C39-9-RESOURCE)("Existing Contracts").

<b>Property</b>	<b>Acreage</b>	<b>Sales Price</b>	<b>Transactional Costs</b>	<b>Net \$ to the State</b>	<b>Closing Date</b>
<b>INDOT - Code 3852 Decatur County</b>	<b>0.3393</b>	<b>\$3,000.00</b>	<b>\$56.30</b>	<b>\$2,853.70</b>	<b>February, 2009</b>
<b>INDOT - Old Bluffton Sub-district Wells County</b>	<b>2.5</b>	<b>\$16,250.00</b>	<b>\$487.50</b>	<b>\$15,762.50</b>	<b>February, 2009</b>
<b>INDOT - Old Paoli Unit Orange County</b>	<b>2.57</b>	<b>\$136,000.00</b>	<b>\$5,178.73</b>	<b>\$130,821.27</b>	<b>March, 2009</b>
<b>INDOT - Code 3579 Monroe County</b>	<b>5.583</b>	<b>\$84,000.00</b>	<b>\$262.50</b>	<b>\$81,217.50</b>	<b>March, 2009</b>
<b>Armory - Attica Fountain County</b>	<b>0.75</b>	<b>\$18,181.82</b>	<b>\$1,951.36</b>	<b>\$15,685.01</b>	<b>March, 2009</b>
<b>INDOT - Code 2803 Marion County</b>	<b>3.04</b>	<b>\$61,256.00</b>	<b>\$656.50</b>	<b>\$58,761.82</b>	<b>August, 2009</b>
<b>DWD - 2301 Concord Tippecanoe County</b>	<b>2.76</b>	<b>\$272,730.00</b>	<b>\$13,746.56</b>	<b>\$250,801.54</b>	<b>December, 2009</b>

ILEA - Moon Road (Plainfield Correctional) Hendricks County	0.18	\$5,000.00	\$0.00	\$5,000.00	April, 2010
INDOT - Code 2890, Parcel 26B Perry County	3.85	\$11,000.00	\$200.00	\$10,800.00	May, 2010
INDOT - Code 2890, Parcel 59 Perry County	0.672	\$1,200.00	\$200.00	\$1,000.00	May, 2010
DOC - Pendleton Firing Range Madison County	6.56	\$353,000.00	\$0.00	\$353,000.00	October, 2010
DOC - Westville Farm Ground Laporte County	10.645	\$50,000.00	\$267.18	\$49,732.82	October, 2010
DOC - Westville Farm Ground Laporte County	39.963	\$108,000.00	\$12,250.00	\$95,750.00	October, 2010
DOC - Westville Farm Ground Laporte County	66.397	\$185,000.00	\$20,950.00	\$164,050.00	October, 2010
DOC - Gary Silverbell Lot Lake County	0.67	\$5,000.00	\$571.22	\$4,428.78	August, 2010
INDOT - 16th & Missouri Street Marion County	0.348	\$154,950.00	\$6,540.00	\$148,410.00	August, 2010
DNR - Kankakee Managers Laporte County	10	\$84,500.00	\$338.64	\$84,161.36	August, 2010

DNR - Chinook F&W tract 1&2 Clay County	27.25	\$49,899.82	\$2,288.50	\$47,611.32	December, 2010
DNR - Chinook F&W tract 3&4 Clay County	58.24	\$16,402.20	\$2,288.50	\$14,113.70	December, 2010
DNR - Chinook F&W tract 5 Clay County	18.4	\$23,347.10	\$2,288.50	\$21,058.60	December, 2010
DNR - Chinook F&W tract 6 Clay County	44.11	\$34,963.50	\$2,288.50	\$32,675.00	December, 2010
DNR - 11.1 acres Swamp land Jasper County	11.1	\$6,000.00	\$255.62	\$5,744.38	October, 2010

2. Please provide the total compensation/fees paid to Venture and Colliers each over the term of the Existing Contracts. \_\_\_\_\_

<b>2009-2011 Total Commissions</b>	<b>10% Buyers Premium</b>	<b>\$167,468.04</b>
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3. Please provide the total rebates to the State over the term of the Existing Contracts by Venture and Colliers NONE for existing disposition contract
4. Please provide a list of existing, ongoing transactions that the State has retained either Venture or Colliers or which the State expects to be performed by Venture or Colliers under the Existing Contracts. We have placed on hold, so any assignments are going to be unassigned
5. What are the compensation schedules being used in the Existing Contracts?  
In all matters concerning dispositions contract, compensation for work performed shall be performance based. Specifically, the disposition fee payable to the Contractor shall be derived from each transaction's buyer's premium equal to ten percent (10%) of the purchase price (the "Buyer's Premium"). The Buyer's Premium is paid by the purchasing party and the State shall not agree to waive any portion of such Buyer's Premium without express consent from Contractor. Contractor will be responsible for paying any auction fee out of the disposition fee. Contractor will be responsible for paying any 3rd party brokerage fees out of the Buyer's Premium. Contractor will be responsible for paying the marketing and advertising expenses out of the Buyer's Premium, with the exception of the required statutory advertising expenses. In the case where Contractor identifies potential surplus property and a university and/or political subdivision has interest



in acquiring the surplus property, the Buyer's Premium shall be equal to three percent (3%) of the sales price, which fee shall be payable by the university and/or political subdivision.

6. Have the compensation schedules changed at any point since the Venture and Colliers contracts were awarded in 2008? Do they mean the first contract in 2006 or under the existing, **no change to existing** but the fee went from 3% in the original 2006 contract to buyers premium structure in the 2009 contract
7. Has the State agreed to any modification of the fee structures provided in Section 2.3 "Compensation Schedule" of its tenant representation contracts with Venture and/or Resource/Colliers for any transaction since January 1, 2008, and if so, please advise as to the modification? NO
8. Has the State awarded any performance-based bonus provided in Section 2.3 "Compensation Schedule" of its tenant representation contracts with Venture and/or Colliers for any transaction since January 1, 2008, and if so, please advise as to the bonus and transaction? NO
10. Please identify all costs that the State intends to reimburse separately relating to dispositions of real estate and that will not be expected to be borne by the existing service provider as part of its buyer's premium fees.
  - a. Appraisals
  - b. Surveys
  - c. Environmental inspections
  - d. Engineering reports
  - e. Physical inspections
  - h. Statutory advertising
11. Please provide the requirements/goals for MBE/WBE under the Existing Contracts. You will need to do a request for public information in order to find this particular information. Please contact Pam Lollar at [plollar@idoa.in.gov](mailto:plollar@idoa.in.gov) and request this information.
12. Please provide the actual MBE/WBE percentages achieved during the past two years under the Existing Contracts by Venture and Colliers.
13. What MBE/WBE subcontractors are currently being utilized or have previously been utilized under the Existing Contracts by Venture and Colliers? You will need to do a request for public information in order to find this particular information. Please contact Pam Lollar at [plollar@idoa.in.gov](mailto:plollar@idoa.in.gov) and request this information.
14. When is the anticipated commencement date(s) for the disposition contracts?  
July 1
15. What is the bill number for the proposed legislation permitting an RFP process for the disposition of State-owned real estate that was discussed during the pre-proposal conference? It passed SB107, should be effective July 1.